

## FULFILLMENT MANAGEMENT AND CONTROL PROCESS

## ABSTRACT OF THE DISCLOSURE

A business management method integrates a complex, long cycle business into a common, concise format and set of order fulfillment metrics that provide clear status as well as predictive indicators of issues across all functional areas to all levels of management throughout an organization. The uniformity of the approach across all business functions allows for a standard comparison of the fulfillment risks and status across the entire business. The business management method utilizes statistical analysis, variation based metrics, mean based metrics, line rate analysis indicators and key quality indicators to facilitate proactive actions at the senior management level before issues become systemic and/or impact a company's ability to timely deliver products to its customers.